

Message Text

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ACTION COME-00

INFO OCT-01 EUR-12 ISO-00 AID-05 CIAE-00 EB-07 FRB-03

INR-07 NSAE-00 USIA-06 TRSE-00 XMB-02 OPIC-03 SP-02

CIEP-01 LAB-04 SIL-01 OMB-01 STR-04 CEA-01 /060 W

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R 080648Z SEP 75

FM AMEMBASSY BUCHAREST

TO SECSTATE WASHDC 4458

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E.O. 11652: NA

TAGS: EIND, EEWT, RO

SUBJ: PREPARATIONS FOR SEPTEMBER EXPERTS'S MEETING:

EMBASSY COMMENTS

REF: (A) STATE 201842; (B) BUCHAREST 4167; (C) BUCHAREST
3927; (D) STATE 207171

1. WE WERE STRUCK BY FODOR'S EFFORT, OUTLINED REFTEL A,
TO TURN POTENTIALLY USEFUL EXCHANGE OF "EXPERTS" VIEWS INTO
A ONE-SIDED SESSION IN WHICH GOR PRESSES US FOR CONCESSIONS.
WHILE WE REALIZE OUR COMMENTS ON THE AGENDA (REFTEL B)
DID NOT ARRIVE IN TIME FOR AUG 19-20 DISCUSSIONS, WE
STILL HOPE THERE WILL BE A LITTLE TIME LEFT FOR FURTHER
DISCUSSION OF PRACTICAL OBSTACLES TO A MORE EFFECTIVE ECONOMIC
RELATIONSHIP. THUS WE ARE DISAPPOINTED AT THE LOSS OF CANDOR
IN CHANGING THE TITLE "RESTRAINING FACTORS IN THE ROMANIAN
MARKET", A SUBJECT WHICH WE FEEL SHOULD BE EXPANDED. IN
PARTICULAR, FODOR'S RATIONALE FOR DELETION OF "ACCESS TO
END USERS" IS FALSE; ALTHOUGH ONE OR TWO MINISTRIES TAKE
A LIBERAL APPROACH TO DISCUSSIONS OF LICENSING, ACCESS TO END
USERS IS SOMETIMES SO POOR THAT U.S. FIRMS ARE UNABLE TO DETERMINE
THE NEEDS OF THIS MARKET, EVEN AFTER SEVERAL VISITS. FTOS CAN
OFTEN PREVENT ACCESS TO END USERS, AND THEIR OWN INFORMATION
MAY BE INCORRECT. MINISTRIES MAY OR MAY NOT COOPERATE:

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RECENTLY ONE MINISTRY REFUSED TO SUPPLY THE EMBASSY WITH A

LIST OF ITS INDUSTRIAL CENTRALS ON GROUNDS THAT BUSINESSMEN
WOULD NOT BE PERMITTED TO CONTACT THEM ANYWAY.

2. EVEN IF OUR VIEWS CANNOT BE REINSERTED INTO THE AGENDA,
WE WOULD HOPE U.S. MEMBERS OF WORKING GROUPS WILL MAKE PLANS
TO TAKE UP THERE AND OTHER POINTS (REFTELS B AND C). ACCESS
TO THIS CLOSED ECONOMY, WHETHER FOR INFORMATION OR MARKETING
IS SO MUCH MORE RESTRICTED BY GOVERNMENT PRACTICE THAN IS
U.S. MARKET THAT IT SEEMS ANOMALOUS AND HARDLY PRODUCTIVE THAT
MOST OF THE TRADE RESTRAINTS SHOWN IN THE AGENDA ARE OURS. WE
FEAR THAT AN EXERCISE IN GLOSSY GENERALITIES AT EXPERTS
MEETING, SUCH AS THOSE OF FODOR REPORTED REFTTEL A, COULD
MAKE IT ALL THE MORE DIFFICULT TO DEAL WITH GENUINE
COMMERCIAL PROBLEMS IN JOINT COMMISSION.
BARNES

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